

Message Text

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15

ACTION EUR-12

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P R 221134Z NOV 74

FM AMEMBASSY LONDON

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 5936

AMEMBASSY TEHRAN

UNCLAS LONDON 15311

E.O. 11652: N/A

TAGS: BEXP, BTIO, UK, IR

SUBJECT: SALES OPPORTUNITY: RAILROAD TRACK AND FERTILIZER

1. UNICOURT LTD., 70 ASKEW ROAD, LONDON W12 9BJ IS HANDLING CLOSED TENDER FOR IRANIAN GOVERNMENT RE 200,000 TONS U.I.C. 60K GAUGE RAILROAD TRACK (WITH ACCESSORIES) AND 200,000 TONS NITROGEN 370 (OR GENERIC EQUIVALENT OF APPROXIMATELY 45 PERCENT NITROGEN CONTENT).

2. MEETING SCHEDULED WITH GOVERNMENT GROUP FROM IRAN ON OR ABOUT NOVEMBER 28 IN LONDON.

3. NAMES OF U.S. COMPANIES IN A SUPPLY POSITION AND, IF POSSIBLE, CIF PRICES KHORROMSHAHR, IRAN REQUESTED. IF CIF PRICES NOT AVAILABLE, FAS OR FOB OR EX-FACTORY OR NAMES OF COMPANIES INTERESTED IN CONTACT REQUESTED ASAP.

4. MANAGING DIRECTOR IS J. BIRSHAN. BANK REFERENCE IS NATIONAL WESTMINSTER BANK LIMITED, BROMPTON SQUARE, LONDON SW3. ANNUAL NOMINAL CAPITAL IS 100 POUNDS; ISSUED CAPITAL 100 POUNDS; ANNUAL SALES VOLUME IN 1973 WAS 170,070 POUNDS. PRIVATE LIMITED LIABILITY COMPANY ESTABLISHED 1972.

5. EMBASSY REQUESTING D & B FOR WTDR BUT ADDITIONAL BACKGROUND MAY BE OBTAINED FROM TEHRAN OFFICE OF WYETH INTER-
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NATIONAL AS J. BIRSHAN WAS PREVIOUSLY GENERAL MANAGER

THAT OFFICE.

6. ACCORDING TO BIRSHAN THESE TWO SALES OPPORTUNITIES
ARE ONLY THE BEGINNING.

7. PENDING RECEIPT D & B REPORT WE INCLINED TREAT THIS
AS LEGITIMATE T.O. BUT WOULD APPRECIATE EMBASSY TEHRAN
COMMENT.

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